

Message Text

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ORIGIN EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00
DOTE-00 INR-07 NSAE-00 FAA-00 L-03 SS-15 NSC-05 SSO-00
NSCE-00 INRE-00 /053 R

DRAFTED BY EB/OA:ANWRILEY:EW
APPROVED BY EB/AN: JBMAGNOR
CAB/RMILLER
EUR/EE:SFROMOWITZ
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FM SECSTATE WASHDC
TO AMEMBASSY PRAGUE IMMEDIATE

C O N F I D E N T I A L STATE 048982

E.O. 11652:

TAGS:EAIR,

SUBJECT:CIVAIR: BILATERAL AGREEMENT EXTENSION
REF: PRAGUE 56L

1. SUMMARY. PARA 5 OF ENGLISH VERSION OF CSA/PAN AM MEMO OF UNDERSTANDING OF DECEMBER 8,1976 INDICATES PAN AM AGREED TO ADVISE USG OF CSA INTEREST IN SELLING ITS OWN TRANSPORTATION DOCUMENTS IN THE US. DEPT. AND CAB CAREFULLY REVIEWED CSA REQUEST AND DECIDED AGAINST APPROVAL OF DIRECT TICKET SALES BY CSA IN US AT THIS TIME. END SUMMARY.

2. FYI: PAN AM ADVISED DEPARTMENT DECEMBER 16, 1976 IT BELIEVED GSA WAS MAKING A SINCERE EFFORT TO COMPLY WITH 1976 SALES OBLIGATIONS AND THAT IN 1976 PAN AM WOULD RECEIVE MORE THAN 50 PERCENT OF CZECH ORIGIN TRAFFIC.
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HOWEVER, SINCE DIRECT TRAFFIC REMAINED THIN WITH LITTLE POSSIBILITY OF GROWTH, SALES QUOTA LEVELS FOR 1977 AND 1978 APPEARED MAXIMUM CONCESSION FROM CSA. PAN AM RECOMMENDED ONE YEAR EXTENSION BECAUSE OF CONCERN OVER CZECH WILLINGNESS TO MEET SECOND YEAR QUOTA. RE CSA REQUEST IN PARA. 5 OF DEC. 8, 1976 MOU, PAN AM STRONGLY RECOMMENDED NO CHANGE IN PRESENT ARRANGEMENT SINCE GOC

UNWILLING TO AUTHORIZE PAN AM ISSUE ITS OWN TRANSPORTATION
DOCUMENTS FOR CZECH CURRENCY. END FYI

3. DEPARTMENT RECOGNIZES CZECHS MAY COMPARE THEMSELVES
TO POLES WHO DO SELL TICKET IN US, BUT US - POLAND
MARKET IS LARGER AND IMBALANCE FAVORING POLISH CARRIER
NOT NEARLY AS ONE SIDED AS IMBALANCE IN CZECH MARKET
FAVORING CSA. PAN AM SHARE OF POLISH MARKET IS 40 WHILE
CSA HAS OUTEARNED PAN AM BY THREE OR FOUR TO ONE IN LAST
FEW YEARS, CARRYING A LARGE PROPORTION OF US ORIGIN
ETHNIC TRAFFIC WITHOUT THE RIGHT TO SELL TICKETS DIRECTLY.
THERE IS VIRTUALLY NO WAY THE CZECHS CAN RECIPROCATATE FOR
THE CONSIDERABLE BENEFIT CSA WOULD ACHIEVE IF IT WAS
PERMITTED TO SELL ITS TICKETS IN THE US.

4. ACTION REQUESTED: EMBASSY SHOULD EXPLAIN TO ZEMLA THAT
USG CAREFULLY CONSIDERED CSA REQUEST AND CONCLUDED THAT,
IN VIEW OF CZECH RESTRICTIONS ON FULL
IMPLEMENTATION OF ARTICLE X, USG COULD NOT AGREE TO
PERMIT CSA DIRECT TICKET SALES. FURTHERMORE, WE DO NOT
BELIEVE ISSUANCE OF TICKETS AGAINST PRE-PAID TRAVEL AUTHOR-
IZATIONS ON A RECIPROCAL BASIS WOULD BE AS BENEFICIAL TO
PAN AM AS TO CSA, AND THEREFORE WE CANNOT ACCEDE TO CSA'S
REQUEST. NOTE: IF ZEMLA INDICATES GOC MAY LINK CSA
TICKET SALES REQUEST TO PAN AM REQUEST FOR ADDITION OF
SYRIA TO THE LIST OF COUNTRIES AVAILABLE AS BEYOND POINTS
BETWEEN CZECHOSLOVAKIA AND INDIA, EMBASSY MAY WISH TO
POINT OUT THAT US ROUTE GRANTS TO CSA ARE QUITE GENEROUS
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AND ARE MORE THAN SUFFICIENT TO JUSTIFY GOC ACQUIESENCE
TO ADDITION OF SYRIA. (FYI. IT IS NOT USG FAULT IF
GOC CANNOT GET THIRD COUNTRY APPROVAL ON SOME OF THE
ROUTES PERMITTED IN BILATERAL. END FYI).
CHRISTOPHE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CIVIL AVIATION, AGREEMENTS, AIR ROUTES, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Sent Date: 04-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE048982
Document Source: CORE
Document Unique ID: 00
Drafter: ANWRILEY:EW
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770075-0888
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770390/aaaadbwl.tel
Line Count: 102
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: cca5adbd-c288-dd11-92da-001cc4696bcc
Office: ORIGIN EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 77 PRAGUE 56
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 14-Jan-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3202041
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: BILATERAL AGREEMENT EXTENSION
TAGS: EAIR, US, CZ, PANAM
To: PRAGUE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/cca5adbd-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009